

## Message Text

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43

ACTION EA-14

INFO OCT-01 ISO-00 EB-11 SS-20 COME-00 NSC-07 CIAE-00

DRC-01 RSC-01 /055 W

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R 030738Z MAY 74

FM AMCONSUL HONG KONG

TO SECSTATE WASHDC 603

INFO USLO PEKING

LIMITED OFFICIAL USE HONG KONG 4953

E.O. 11652: N/A

TAGS: BTRA ETRD CH

SUBJ: NCUSCT TALK WITH CCPIT AT CANTON TRADE FAIR

REF: PEKING 675; STATE 80227

SUMMARY: AFTER HIS CALL ON CCPIT REPRESENTATIVE AT THE CANTON TRADE FAIR, NCUSCT VICE PRESIDENT THEROUX IS CONVINCED THAT CCPIT WILL NOT SEND A DELEGATION TO THE UNITED STATES THIS YEAR. IN RESPONSE TO HIS REQUEST THAT THE VISIT BE REINSTATED, THEROUX RECEIVED A LECTURE ON THE CURRENT POLITICAL CAMPAIGN AND ONLY A VAGUE PROMISE THAT HIS "REQUEST" WOULD BE CONVEYED TO PEKING. THEROUX'S REQUEST FOR CONSULTATIONS WITH CCPIT IN PEKING WAS ALSO REFUSED. END SUMMARY.

1. DURING MAY 2 CALL, NCUSCT VICE PRESIDENT THEROUX RELATED TO CONGENOFFS SUBSTANCE OF HIS DISCUSSION WITH CCPIT REPRESENTATIVE PO SHU-SEN AT THE CANTON TRADE FAIR. THE CHINSE AGAIN REFUSED THEROUX'S REQUEST TO VISIT PEKING (SEE REFTELS), AND PO LEFT THEROUX CONVINCED THAT THE CCPIT WILL NOT SEND A DELEGATION TO THE UNITED STATES THIS YEAR.

2. REALIZING THIS WOULD BE HIS ONLY CONTACT WITH CCPIT, THEROUX MADE A LONG AND SOMEWHAT DRAMATIC STATEMENT ON THE NECESSITY FOR A CCPIT VISIT TO THE US THIS YEAR. THEROUX SAID THAT FAILURE TO REINSTATE THE MISSION WOULD RESULT IN NEGATIVE PRESS SPECU-  
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LATION AND A LOSS OF CONFIDENCE IN THE US BUSINESS COMMUNITY.

MANY US FIRMS, HE POINTED OUT, WERE ALREADY HAVING SECOND THOUGHTS ABOUT ALLOCATING SCARCE RESOURCES TO EFFORTS TO BEGIN DOING BUSINESS WITH CHINA. THE ENTHUSIASM FOR CHINA TRADE WHICH THE "PROSPECTIVE" CCPIT VISIT HAD GENERATED WOULD NOW BE LOST, HE SAID.

3. IN REPLY, THEROUX RECEIVED A LECTURE ON THE ANTI-LIN ANTI-CONFUCIUS MOVEMENT. USING STANDARD "CAMPAIGN" JARGON, PO SAID THAT IT WAS AIMED AT STRENGTHENING THE DICTATORSHIP OF THE PROLETARIAT AND PREVENTING THE RESTORATION OF CAPITALISM. "THE NEW FAIR EXHIBITION HALL WAS AN EXAMPLE," HE SAID, "OF THE FACT THAT THE SITUATION IN CHINA WAS EXCELLENT". NOTING THEROUX'S COMMENT ABOUT PRESS SPECULATION, PO SAID, "THERE ARE THOSE WHO WANT TO SLANDER THIS MOVEMENT AND SABOTAGE RELATIONS BETWEEN OUR PEOPLES." "EVEN AFTER THE SHANGHAI COMMUNIQUE, THERE ARE STILL SOME ENEMIES OF US-CHINA RELATIONS, BUT THE AMERICAN PEOPLE AND AMERICAN BUSINESSMEN WILL OPPOSE THEM". "THEY WILL NOT RECEIVE A GOOD RESULT", HE CONCLUDED.

4. DURING HIS REPLY, PO DID NOT MENTION THE CCPIT VISIT BUT SAID ONLY THAT THEROUX'S "REQUEST" WOULD BE CONVEYED TO THE CCPIT IN PEKING. HE WELCOMED NCUSCT'S EFFORTS IN PROMOTING TRADE AND SAID THAT THE CURRENT MOVEMENT WOULD RESULT IN AN EXPANSION OF CHINA'S FOREIGN TRADE.

5. THEROUX DESCRIBED PO AS A TOUGH, MEAN-LOOKING MAN OF MILITARY Demeanor WHO WAS IN MARKED CONTRAST TO SUN FANG, CCPIT'S CONGENIAL PUBLIC AND PRESS SPOKESMAN AT THE LAST FAIR. DURING HIS PRESENTATION, THEROUX SAID PO STARTED STRAIGHT AHEAD WHILE TWO "NOTE TAKERS", TOOK DOWN HIS REMARKS ABOUT THE CCPIT VISIT. LATER, HOWEVER, AS HE ATTEMPTED TO GO ONTO OTHER SUBJECTS, THEROUX NOTICED THAT EVEN THE NOTE TAKERS HAD STOPPED TAKING NOTES AND WERE SMOKING CIGARETTES.  
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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** POLICIES, TRADE FAIRS, TRADE VISITS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 03 MAY 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** GarlanWA  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974HONGK04953  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D740106-0905  
**From:** HONG KONG  
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**Line Count:** 96  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EA  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:**  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** PEKING 675; STATE 80227  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** GarlanWA  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 15 JUL 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <15 JUL 2002 by shawdg>; APPROVED <30 JAN 2003 by GarlanWA>  
**Review Markings:**

Declassified/Released  
US Department of State  
EO Systematic Review  
30 JUN 2005

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** NCUSCT TALK WITH CCPIT AT CANTON TRADE FAIR  
**TAGS:** BTRA, ETRD, CH, NCUSCT, CCPIT, (THEROUX)  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005